

## Message Text

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21

ACTION NEA-10

INFO OCT-01 ISO-00 SP-02 AID-05 EB-07 NSC-05 CIEP-01

TRSE-00 SS-15 STR-04 OMB-01 CEA-01 COME-00 XMB-02

CIAE-00 DODE-00 PM-03 H-02 INR-07 L-03 NSAE-00 PA-01

PRS-01 USIA-06 SAB-01 SAM-01 /079 W

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R 040715Z JUN 75

FM AMEMBASSY DOHA

TO SECSTATE WASHDC 0524

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E.O. 11652: N/A

TAGS: BEXP, EIND, ENRG, XMB, QA

SUBJ: REQUEST FOR EXIM BANK FINANCING

REF: DOHA 0598

1. BEGIN UNCLASSIFIED: WE INFORMED BY GULF REP OF GE THAT FIRM HAS SUBMITTED BID FOR GAS TURBINES TO BE USED IN NGL PLANT IN UMM SAID. PLANT WILL BE CONSTRUCTED BY QATAR GAS CO A JOINT VENTURE BETWEEN GOQ (70 PERCENT) AND SHELL (30 PERCENT). FOB NEW YORK VALUE OF TURBINES AND COMPRESSORS APPROXIMATELY \$8 MILLION. REP SAID COMPANY PREPARING SECOND BID FOR TURBINES TO POWER OFFSHORE GAS GATHERING STATION WHICH IS PART OF SAME PROJECT AND SAID ESTIMATED RILUE OF THIS PHASE IS \$10-15 MILLION.

2. REP SAID GOQ HAS REQUESTED THAT COMPANIES SUBMITTING BIDS ALSO OFFER FINANCING PROPOSALS TO COVER 90 PERCENT OF ESTIMATED \$20 MILLION TOTAL COST. ACCORDING REP ONLY OTHER FIRM COMPETING FOR SUPPLY OF TURBINES IS THOMMASON (DUTCH). GE HOPES TO PUT TOGETHER FINANCE PACKAGE THAT WOULD INCLUDE 10 PERCENT DIRECT PAYMENT BY CUSTOMER, 45 PERCENT FINANCING BY COMMERCIAL BANK (1\$) AND 45 PERCENT BY EXIM BANK. SINCE LIMITED OFFICIAL USE

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ABILITY TO OFFER FINANCING AND TERMS THEREOF WILL BE MAJOR

FACTOR IN AWARD OF CONTRACT, GE ANXIOUS TO KNOW IF EXIM INTERESTED, AND IF SO, PROCEDURE GE MUST FOLLOW TO SECURE EXIM PARTICIPATION.

3. ACTION REQUESTED: REQUEST DEPARTMENT PASS ABOVE TO EXIM BANK AND ADVISE US WHEN RESPONSE RECEIVED. GE REP SAID IT ESSENTIAL COMPANY RECEIVES GUIDANCE ON HOW TO SECURE EXIM FINANCING ASAP SINCE LIMITED AMOUNT OF TIME AVAILABLE TO PREPARE PROPOSAL. END UNCLASSIFIED

4. BEGIN LIMITED OFFICIAL USE:  
COMMENT: TO BEST OF EMBASSY'S KNOWLEDGE, THIS IS FIRST TIME GOQ HAS REQUESTED FINANCING ON MAJOR PROJECT. GE REP HYPOTHEZIZED, AND WE AGREE, THAT MOVE IS ATTEMPT BY GOQ TO FIND FINANCING AT RATE OF INTEREST LOWER THAN THAT GENERATED BY SURPLUS REVENUES PLACED ABROAD RATHER THAN INDICATION OF TIGHT CASH POSITION.  
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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** LPG, JOINT VENTURES, FOREIGN INVESTMENTS, BANK LOANS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 04 JUN 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** greeneet  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975DOHA00660  
**Document Source:** CORE  
**Document Unique ID:** 00  
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**Film Number:** D750194-1010  
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**Handling Restrictions:** n/a  
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**Office:** ACTION NEA  
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**Original Handling Restrictions:** n/a  
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**Previous Classification:** LIMITED OFFICIAL USE  
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**TAGS:** BEXP, EIND, ENRG, QA, XMB  
**To:** STATE  
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